



ATLANTA LIMITED

An ISO 9001:2008 Company

101, Shree Amba Shanti Chambers, Opp.Hotel Leela,
Andheri - Kurla Road, Andheri (East), Mumbai - 400 059, India.
Phone : +91-22-29252929 (5 lines) Fax : +91-22-29252900
E-Mail : mail@atlantainfra.com Website : www.atlantalimited.in
CIN : L64200MH1984PLC031852

January 09, 2018

Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

National Stock Exchange of India Limited
Exchange Plaza
Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai 400 051

Scrip Code : 532759
Fax No : 2272 3121 / 2272 2037

Trading Symbol : ATLANTA
Fax No : 2659 8348 / 2659 8237 / 38

Dear Sirs,

Subject: **Intimation of Schedule of Analysts / Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015**

This is to inform you that pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company will be attending meetings with various Investors & Analysts in Mumbai on 11th January, 2018, the details of which are as under:

Date	Organised by	Location
11 th January, 2018	Dolat Capital Market Pvt. Ltd	Mumbai

The presentation to be shared with the Investors & Analysts during the meeting has been attached herewith.

Note: Changes may happen due to exigencies on the part of Investors / Analysts / Company.

Kindly take the same on record.

Thanking You

Yours faithfully

For Atlanta Limited


Narayan Joshi

Company Secretary & Compliance Officer



ATLANTA LIMITED

Where Technology Moves with Time

Investor Presentation –
DART Conference, 2018



Safe Harbor



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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Atlanta Limited

- Established in 1977, Atlanta Limited engages in construction and development of Roads, Highways, Mining and Real Estate projects on EPC basis
- Primarily, the company undertakes projects across all lines of Roads & Highways segment with strong margins and revenue generation potential
- With around four decades of presence in Engineering & Construction sector, the company has built over 2,500 lane km of projects across India
- The company has executed more than 1.8mn sq. ft. of commercial and residential projects in various parts of the country during its corporate journey
- Atlanta Limited operates through its subsidiaries, Atlanta Infra Assets Limited (AIAL), Atlanta Ropar Tollways Private Limited (ARTPL) and MORA Tollways Limited
- The company is prequalified to bid for projects worth over ₹14 billion

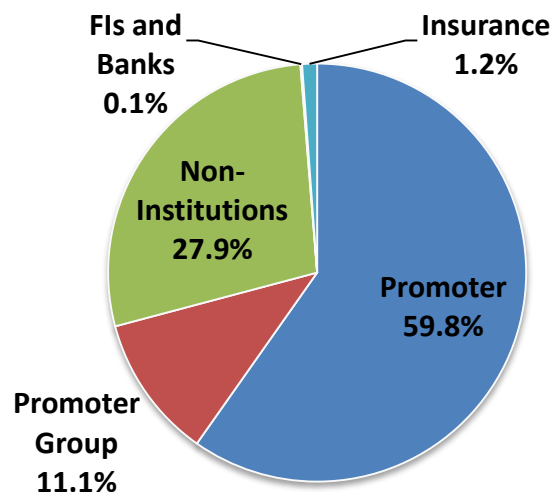
Key Business Segments

Roads & Highways

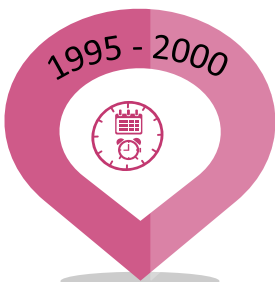
Real Estate



Shareholding Pattern



Corporate Journey



- Awarded India's 1st greenfield BOT project i.e. Udaipur Bypass
- Pioneer to introduce Surface Mining Technology in India



- Awarded Mumbra-bypass road project for BOT model
- Ventured into contract coal mining business



- Listed on stock exchanges
- Bagged Nagpur-Kondhali highway project on BOT basis
- Successfully completed the prestigious Mumbra-bypass project

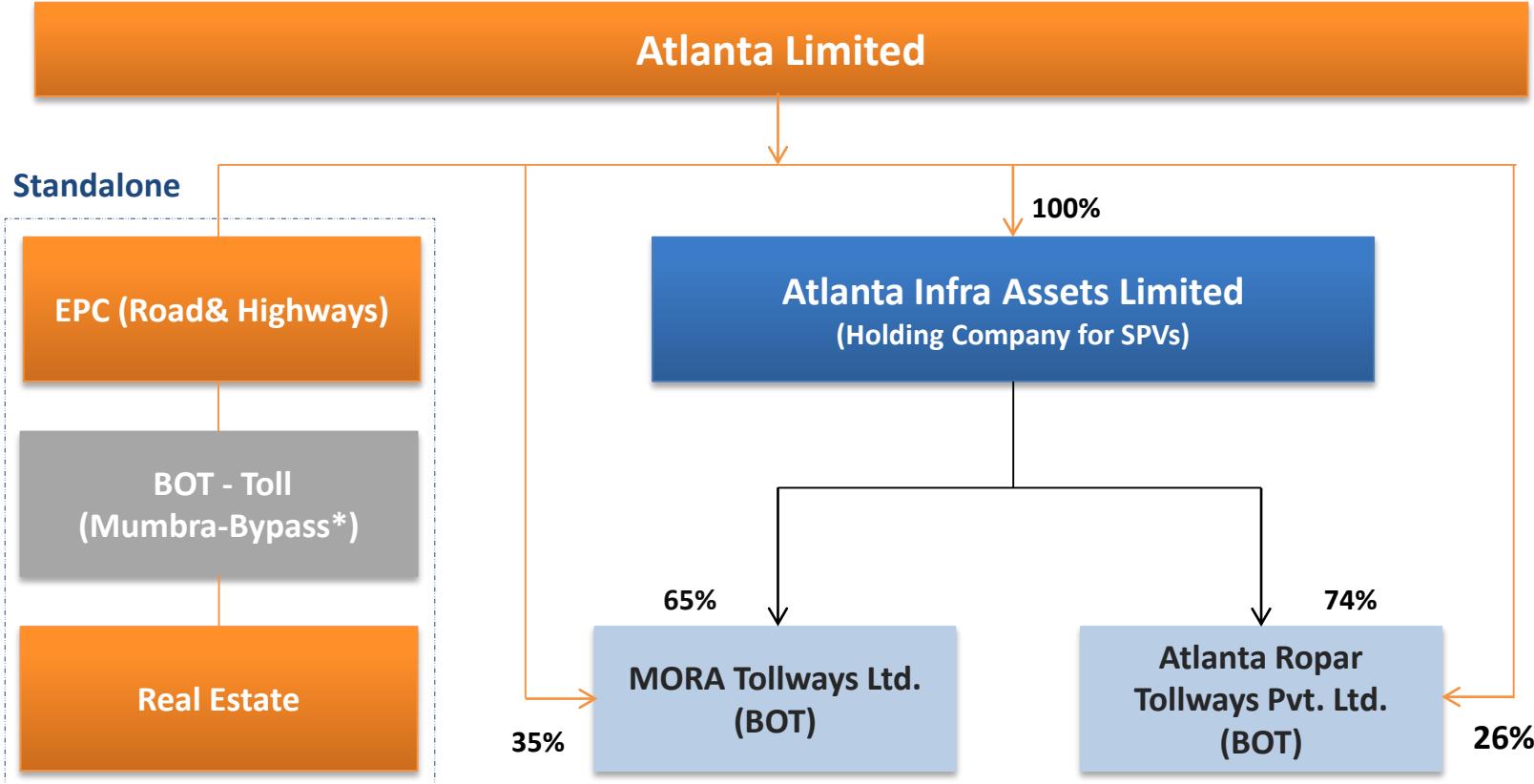


- Commenced toll collection for Nagpur-Kondhali project
- Won Ropar-Chamkaur-Sahib-Neelon Doraha road project on BOT basis

- Awarded 4 laning of Moran-bypass road
- Started toll collection on Ropar-Doraha road



Business Structure

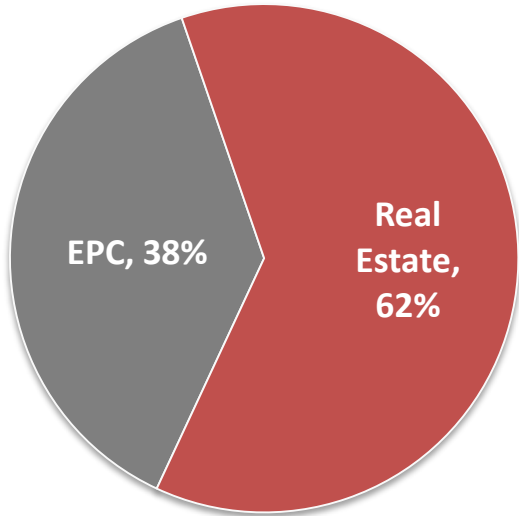


“Atlanta Limited together with its subsidiaries forms Atlanta Group”

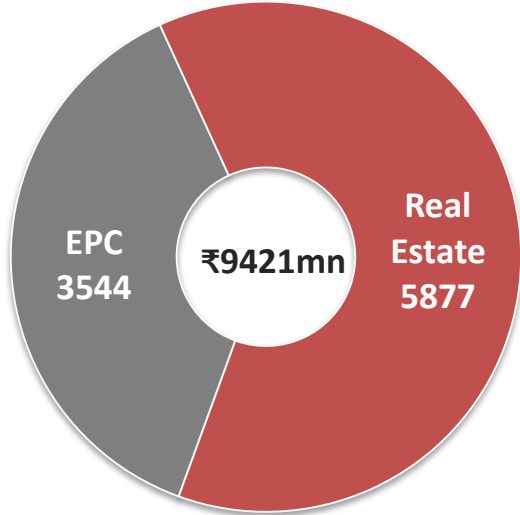
Note: *Mumbra-Bypass Toll Asset was taken over by the Government of Maharashtra in Sep 2014. Since then the matter has been in the court for various claims. Atlanta Infra Assets Ltd, MORA Tollways Ltd. And Atlanta Ropar Tollways Pvt Ltd. are group subsidiaries of Atlanta Limited

Projects Under Execution

Percentage Terms

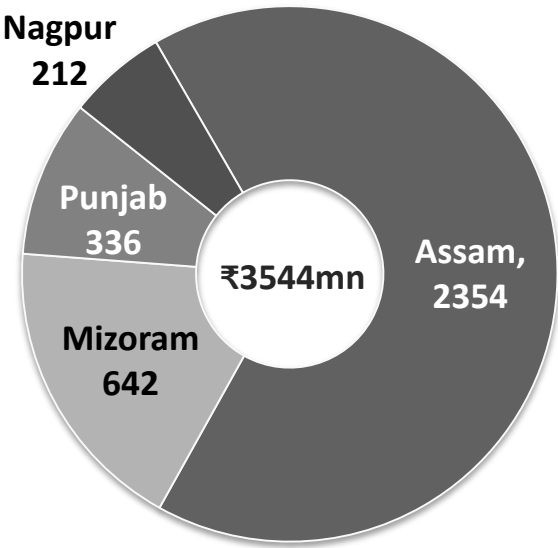


Value Terms (₹mn)



“Atlanta Limited undertakes both captive as well as third party EPC projects”





EPC Order Book



Particulars of Work	Value (₹mn)
4-laning of NH-37 from end of Moran bypass to Bogibeel Junction in the state of Assam	2354
Construction of 2-lane highway in the state of Mizoram	642
Ropar – Doraha Section of NH-1 in the state of Punjab	336
Nagpur- Kondhali Section of NH-6 in the State of Maharashtra	212
Total Value	3544

“The entire EPC order book is pertaining to the Roads & Highways space”

Real Estate Projects

-  Atlanta Limited has over 1.8 mn sq. ft. under various stages of development in the emerging locations of Maharashtra and Rajasthan
-  The company has developed around 0.16 mn sq. ft. of saleable area in Phase I of Atlanta Enclave
-  Primary focus is on the development of small ticket residential and budget housing projects on the current land bank
-  Developed more than 11 mn sq. ft. of residential and commercial real estate projects over the years



Project Name	City	Ownership (%)	Area* (mn sq. ft.)	Project Cost# (₹ mn)	Current Status	Completion Date**
Atlanta Enclave	Thane	100%	1.2	3,527	Phase II Started	Dec' 20
Olympic Lifestyles	Jodhpur	60%	0.5	1,600	In Progress	Dec' 19
Atlanta Heights	Mumbai	100%	0.15	750	Yet to be Started	NA
Total			1.85	5,877		

“The company is increasing its focus on fast growing Affordable Housing space”

Note: *Saleable Area Under Development, #Including book value of the land, **Proposed

BOT Assets



	Particulars	Nagpur – Kondhali (AIAL)	Ropar – Doraha (ARTPL)
Project Details	Project Cost (₹mn)	3,800	2,540
	Ownership (%)	100	100
	State	Maharashtra	Punjab
	Client	NHAI	PWD (Punjab)
	Type	Toll	Toll
	Lanes / Lane kms	4 / 209.2	4 / 37.0 2 / 95.2
Concession Terms	Concession Start Date	Jun'06	Apr'13
	Concession Period	20 yrs	16.5 yrs
	Commercial Operation Date	Sep'11	Nov'16

“BOT assets are part of consolidated entity which reports its results on annual basis”

Note: AIAL: Atlanta Infra Assets Limited, ARTPL: Atlanta Ropar Toll ways Private Limited



Management Updates

EPC Focused

Continues to focus on high margin projects primarily in the Roads & Highways segment

Bid Pipeline

Currently gearing up to bid EPC based projects aggregating over ₹130 billion

Affordable Housing

Accelerating the execution of its affordable housing and small ticket size residential projects

Arbitration Awards

Aggressively perusing to realize the balance over ₹11 billion of arbitration awards in favour

Use of Proceeds

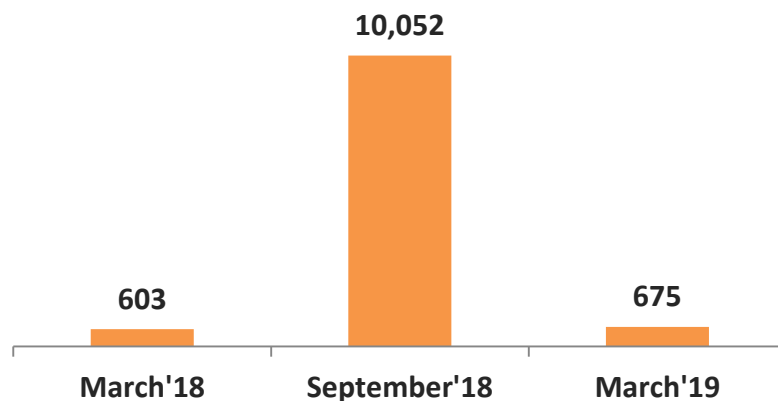
Utilizing larger portion of arbitration proceeds in retiring the debts on the company

Debt Reduction

Aiming to become debt free by March 2018 on standalone basis

Awards Receivables

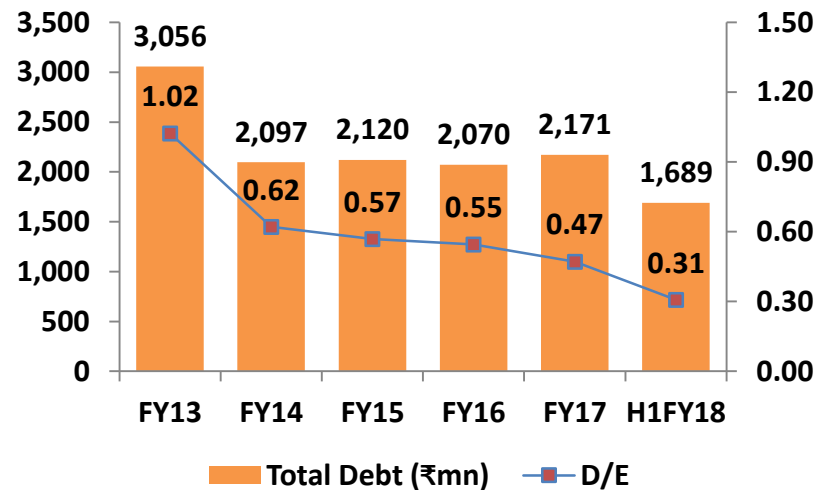
Awards Receivables* (₹mn)



Entity wise Receivables

AL-Standalone	603	980	243
AIAL	-	-	431
MORA	-	9,072	-

On Track to Become Debt Free



“With timely inflow of awards receivables, the company will become debt free on standalone basis.”

“As on September 30, 2017, Atlanta Limited has over ₹11 billion of awards receivables”

Note: *Including past and future interest claims on the awards in favour

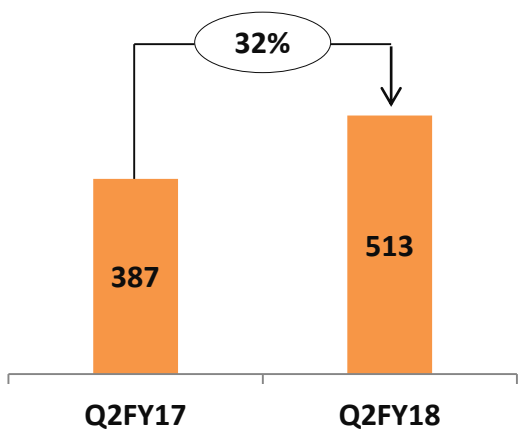
Result Highlights – Q2FY18



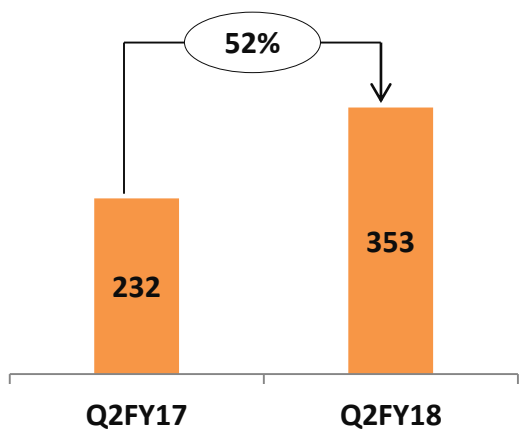


Standalone Financial Highlights – Q2FY18 (Ind-AS)

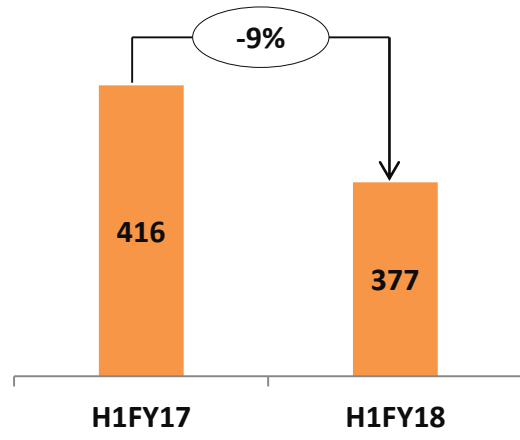
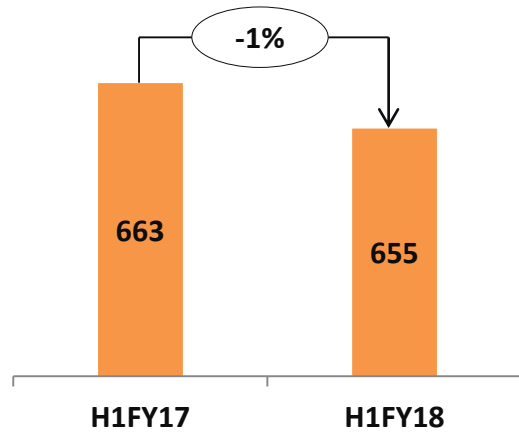
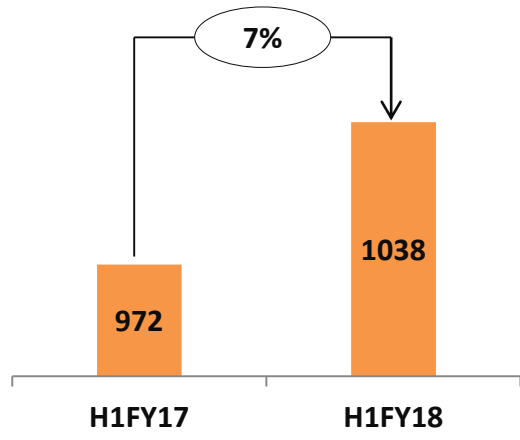
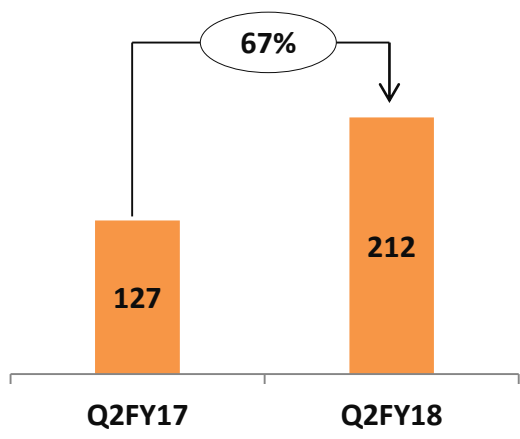
Revenue (₹mn)



EBITDA (₹mn)



Profit After Tax (₹mn)



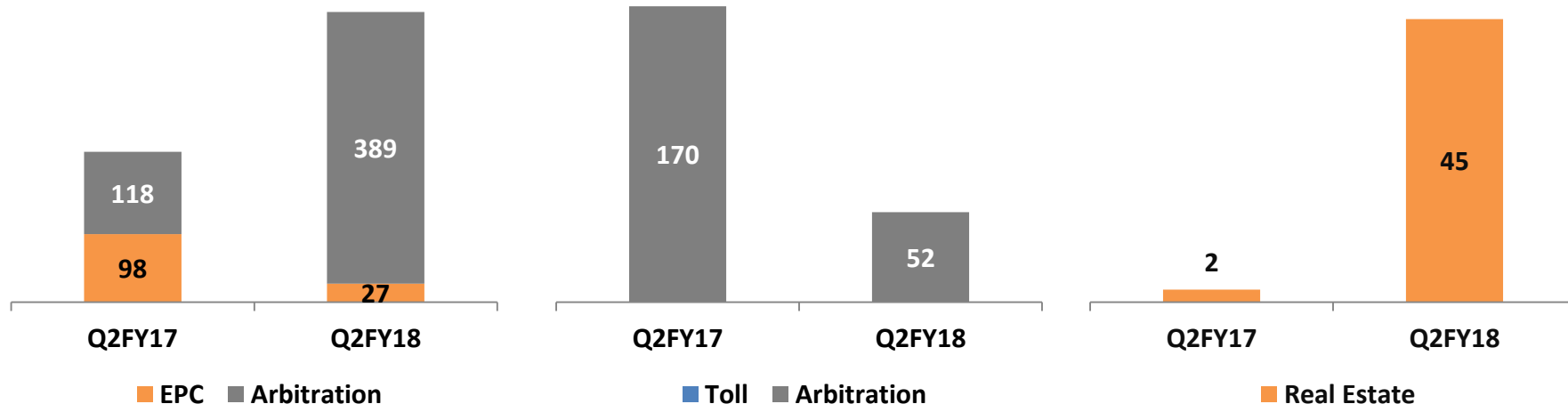


Segment Highlights

EPC (₹mn)

BOT- Toll (Mumbra-Bypass*, ₹mn)

Real Estate (₹mn)



Revenue Break-up (₹mn)	Q2FY17	Q2FY18
EPC (Roads & Highways)	98	27
Real Estate	2	45
Arbitration Awards**	288	441
Atlanta Limited	387	513

Note: *Mumbra-Bypass Toll Asset was taken over by the Government of Maharashtra in Sep 2014. Since then the matter has been in the court for various claims. **The company has a number of projects under arbitration and incurs a notable amount of expenses byway of lawyer's fee, expansion of legal team, frequent travelling & staying and other legal & administrative costs. Thus Arbitration EBITDA ranges from 80%-90%



Standalone Financial Results - Q2FY18 (*Ind-AS*)

Particulars (₹mn)	Q2FY18	Q2FY17	Y-o-Y	H1FY18	H1FY17	Y-o-Y
Revenue	512.9	387.4	32%	1037.8	971.8	7%
Construction Expenses	83.8	126.8	-34%	265.0	250.1	6%
Employee Expenses	12.8	6.1	110%	21.2	11.3	88%
Other Expenses	63.5	22.1	187%	96.7	48.0	102%
EBITDA	352.8	232.4	52%	655.0	662.5	-1%
<i>EBITDA Margin</i>	<i>69%</i>	<i>60%</i>		<i>63%</i>	<i>68%</i>	
Other Income	5.1	6.8	-25%	25.4	24.9	2%
Depreciation	8.7	10.8	-19%	17.0	21.6	-21%
Finance Cost	59.2	71.5	-17%	143.6	146.0	-2%
Profit Before Tax (PBT)	290.0	156.9	85%	519.7	519.8	0%
Tax	77.9	30.0	159%	142.7	104.3	37%
Profit After Tax (PAT)	212.2	126.9	67%	377.0	415.6	-9%
<i>PAT Margin</i>	<i>41%</i>	<i>33%</i>		<i>36%</i>	<i>43%</i>	
Other Comprehensive Income	0.2	0.2	-5%	0.4	0.4	0%
Total Comprehensive Income	212.0	126.7	67%	376.6	415.2	-9%

Standalone Balance Sheet (Ind-AS)

Equities & Liabilities (₹mn)	Sep-17	Assets (₹mn)	Sep-17
Total Equity	5,497.6	Non-Current Assets	4,450.2
Equity Share Capital	163.0	Property, plant and equipment	265.6
Other Equity	5,334.6	Capital Work-in-progress	7.0
Non-Current Liabilities	1,758.8	Investment Property	108.2
Financial Liabilities		Financial Assets	
i. Borrowings	1,379.4	i. Investments	3,704.5
ii. Other Financial Liabilities	118.5	ii. Other Financial Assets	59.0
Provisions	9.0	Deferred Tax Assets	274.0
Other Non-Current Liabilities	252.0	Other Non-Current Assets	32.0
Current Liabilities	1,717.3	Current Assets	4,523.4
Financial Liabilities		Inventories	932.5
i. Borrowings	309.4	Financial Assets	
ii. Trade Payables	768.4	i. Trade Receivables	2,625.1
iii. Other Financial Liabilities	340.6	ii. Cash & Cash Equivalents	148.2
Other Current Liabilities	69.9	iii. Loans	661.1
Current Tax Liabilities (net)	228.9	iv. Other Financial Assets	94.3
Total Equities & Liabilities	8,973.6	Other Current Assets	62.2
		Total Assets	8,973.6

Note: Since the company is migrating to Ind-AS based reporting framework and this is the statement as per the new standard, the Balance Sheet as on Sep-17 is not comparable to Balance Sheet as on Mar-17. The disclosure is as per the regulatory norms.

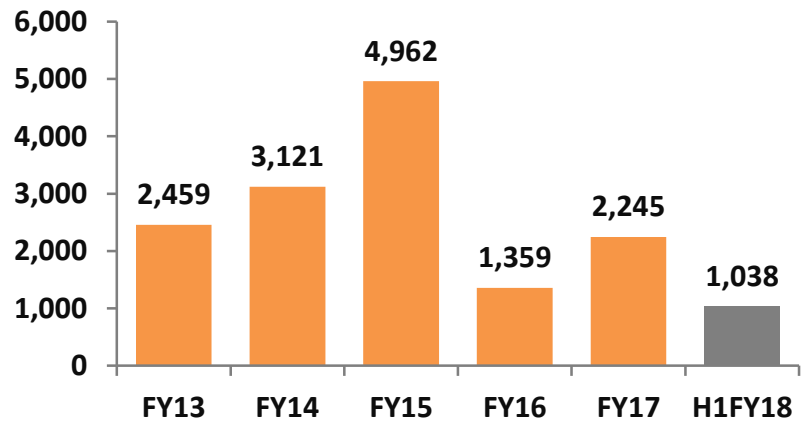
Financial Track Record and Performance



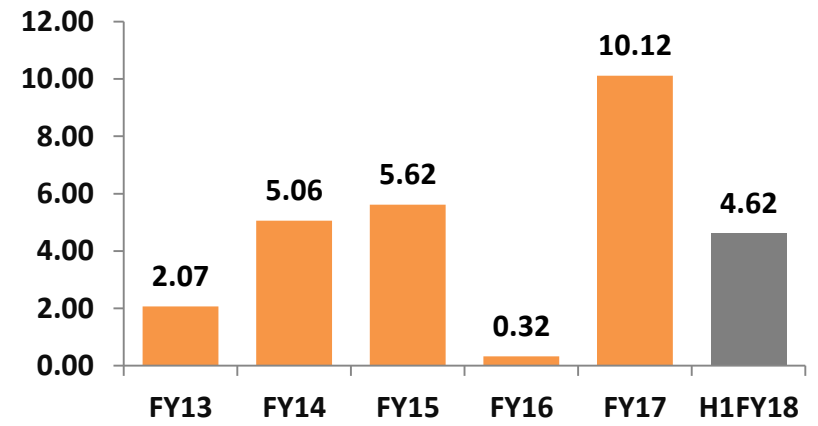


Standalone Financial Track Record

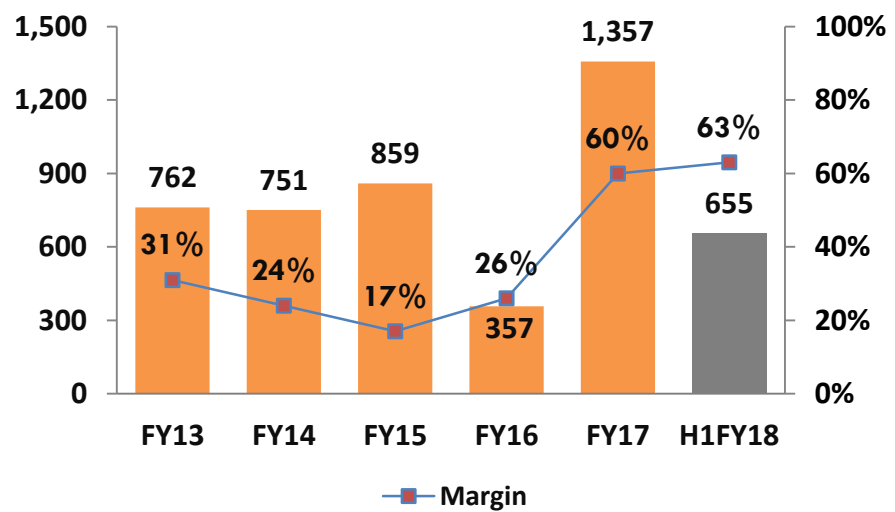
Revenue (₹mn)



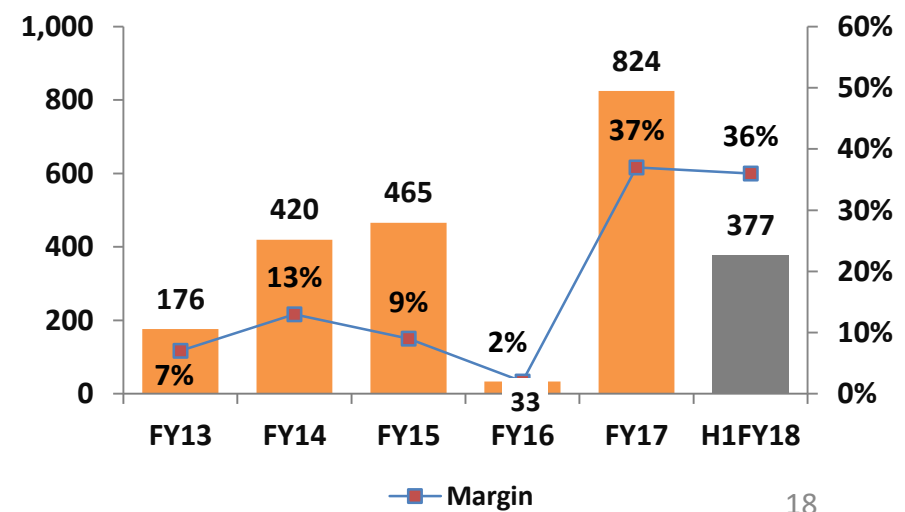
EPS (₹)



EBITDA (₹mn)

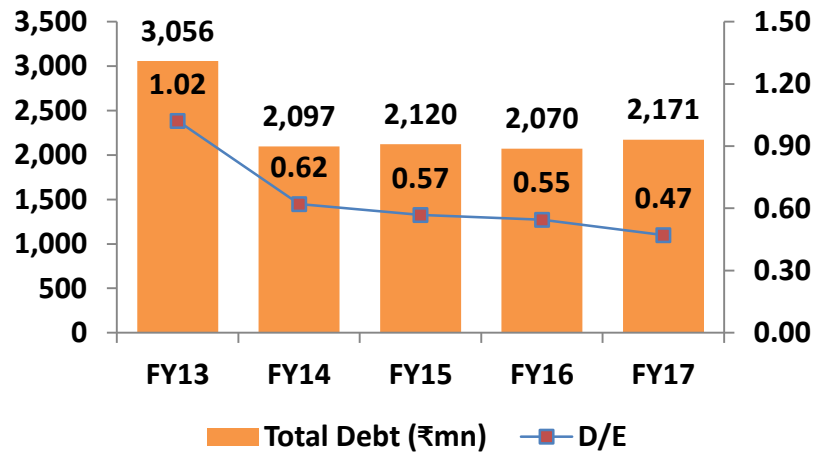


PAT (₹mn)

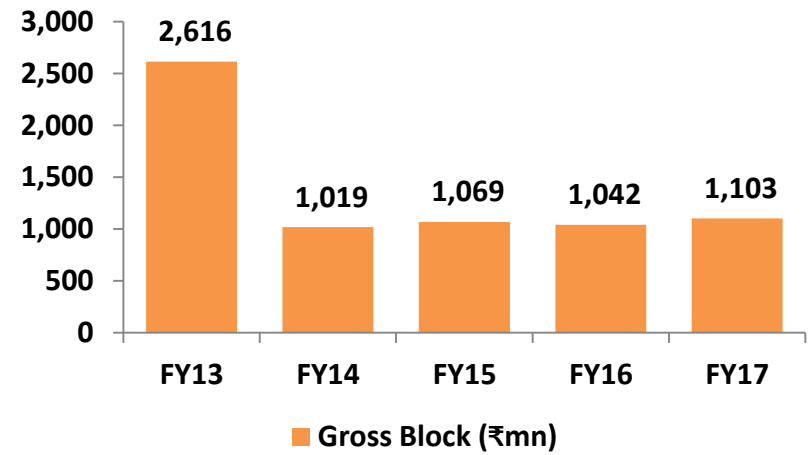


Standalone Financial Strength & Performance

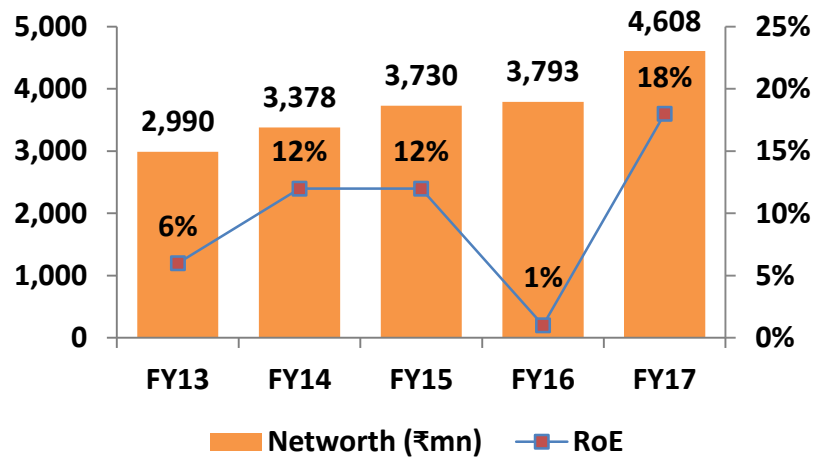
Total Debt / Equity



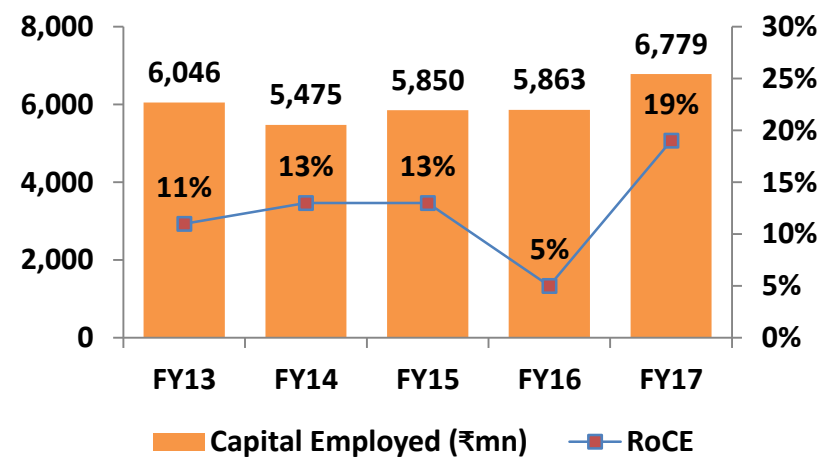
Gross Block



Return on Equity



Return on Capital Employed



Execution Schedule and Capabilities



Proposed 5-Year Project Execution Schedule

EPC Projects	Contract Value*	2017-18	2018-19	2019-20	2020-21	2021-22
EPC (Assam)	₹2432mn	₹500mn	₹966mn	₹966mn		
EPC (Mizoram)	₹643mn	₹643mn				
EPC (Punjab)	₹336mn	₹336mn				
EPC (Nagpur)	₹284mn	₹284mn				

Real Estate Projects	Project Cost#	2017-18	2018-19	2019-20	2020-21	2021-22
Atlanta Enclave (Maharashtra)	₹3527mn					
Olympic Lifestyles (Rajasthan)	₹1600mn					
Atlanta Heights (Maharashtra)	₹750mn					

Note: *As on Mar 31, 2017; #Total project cost

In-house Construction Equipment

Sr. No.	Machinery Name	Quantity
1	Excavators	4
2	Backhoe Loaders	5
3	Soil Compactors	6
4	Asphalt Compactors	4
5	Pneumatic Tyre Rollers	2
6	Baby Rollers	2
7	Loaders	8
8	Pavers	4
9	Milling Machines	2
10	Motor Graders	6
11	Tippers	29
12	Transit Mixers	22
13	Weighbridges	9
14	Motor Vehicles	31
15	Piling Rigs	1
16	Hydra	3
17	Concrete Boom Placers	1
18	High-Mast Towers	1
19	Kerbing Machines	2
20	Rock Breakers	1
21	Hot Mix Plants	2
22	Batching Plants	6
23	Crushing Plants	4

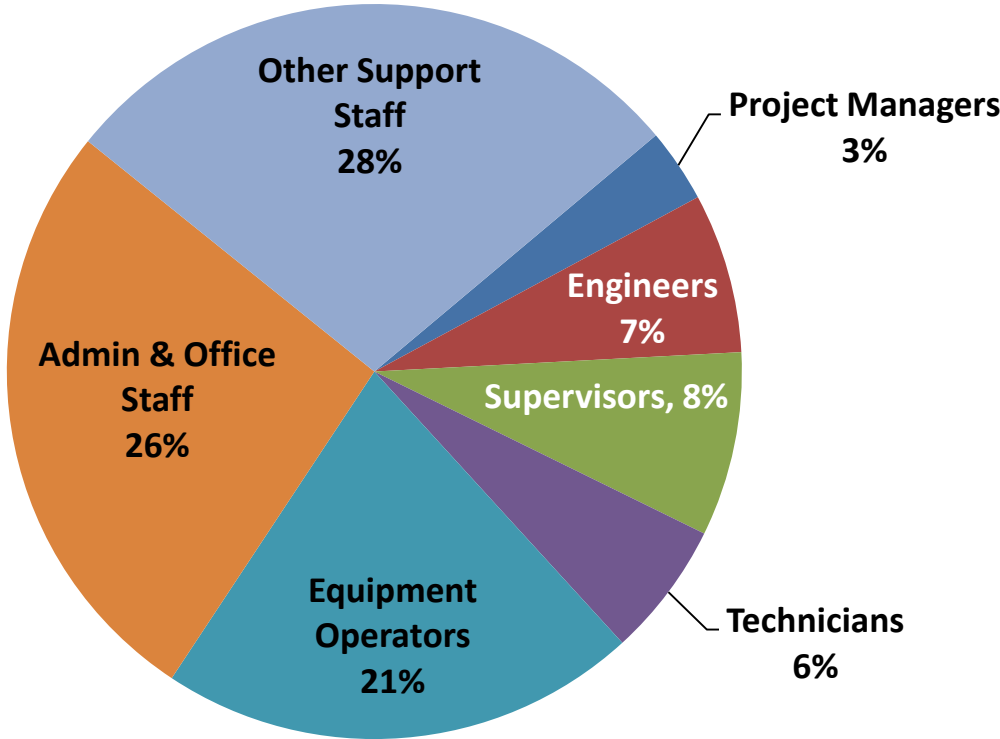
24	Wet Mix Plants	1
25	Concrete Pumps	1
26	Diesel Bowers	2
27	Bitumen Sprayers	2
28	Water Tankers	2
29	Ambulances	2
30	Bitumen Emulsion Plants	1
31	Generators	27
32	Scooters	2
33	Total Stations	5

Gross Block (Plant & Equipment, Vehicles): ₹846mn



Note: As on September 30, 2017

In-house Execution Team



“As on September 30, 2017, the total employee strength of the company was 185.”

Management Team



Rajhoo Bbarot
Promoter & Chairman

- Over 37 years of experience in execution of wide range of civil engineering projects of large scale like that of construction of Highways, Airfield Pavements, Buildings, Reinforced Concrete Tracks and Mining



Rikiin Bbarot
Promoter & Managing Director

- Has over 17 years of experience in construction business
- Holds Bachelor's degree in Commerce , Diploma in Civil Engineering and Diploma in Business Management



Dipesh Gogri
Chief Financial Officer

- Has more than 20 years of experience in the areas of Corporate Finance, Accounts, Taxation and Financial Advisory
- Holds Bachelor's degree in Commerce and member of ICAI and ICWAI



Ulhaas Bhole
Vice President & Head - Contracts

- Has over 30 years of experience in carrying out a number of infrastructure projects
- Holds Bachelor's degree in Civil Engineering from Mumbai University with Geotechnical Engineering as Elective Subject



Narayan Joshi
Company Secretary

- Has around 28 years of experience in various secretarial departments
- Holds Bachelor's degree in Commerce , Post Graduate in LLB and member of The Institute of Company Secretaries of India



Taj Khan
Vice President & Head - Sales & Realty

- Has more than 13 years of experience in the Real Estate sector
- Holds Bachelor's degree in Construction Engineering with Masters in Marketing and LLB from Mumbai University

Thank You

